RJ REYNOLDS

TOBACCO COMPANY

J. Campbell
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E-Mail
S. SCHWALM
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B1G1F: DORAL BOX 100 INTRODUCTION #700447

Based on Region allocation amounts, the *Doral Box 100 B1G1F Promotion* will be worked within Region 16XX direct accounts / retail accounts. Two displays per retail account are being shipped to all Region 16XX direct accounts for distribution to our participating retailers.

Attached is an Excel spreadsheet for both Tripifoods (#649920) and McLane NE (#375878), showing participating VAP independent / chain accounts residing within Region #16XX. Please review this spreadsheet and let me know if the chains indicated will accept this promotional distribution.

I will need your response by Monday, February 3rd. If you have no changes, you can Voice Mail me. I apologize for the short turn-around time, but due to the number of April promotions, it could not be helped.

Note to RMD: I have allocated 13 cases (each style) to Tops for Wilson Farms; this works out to 2 displays per store. If you can use additional product, please let me know the number of additional cases by 2/3/97.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: S. MacLeod

51845 5607

Source: https://www.industrydocuments.ucsf.edu/docs/fgyy0000

TRIPIFOODS (#649920): CIGARETTE DISPLAYS BY STATE

51845 5608

TRIPIFOODS

APRIL DORAL BOX 100 B1G1F INTRODUCTION: #700447

(DORAL LIGHT BOX 100 / DORAL FF BOX 100)

GROUP	CHAIN ID #	MANAGER	NO. OF STORES IN REGION #16XX	DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL #/ DISPLAYS
ARROW MART	2892-00-00	1645	11	2	22
CFM FRANCHISE/ CORP	0990-XX-XX	~~77~~ CAA	9	2	18
CONSUMER BEV	2477-00-00	1645	15	2	30
GENESEE FARMS	3545-00-00	1645	7	2	14
HESS MART	0353-03-XX	1645?? AZ	38	2	76
HESS STATION	0353-02-XX	1645?? AZ	58	2	116
K & K FOODMART	4141-00-00	1645	10	2	20
KENYON VARIETY	1895-00-00	1645	7	2	14
LAKE COUNTY	1887-00-00	1645	8	2	16
NEWCOMB OIL	3514-00-00	1645	3	2	6
NOCO	1194-00-00	1645	43	2	86
PETRO USA	5342-00-00	1645 ~~1622~~ SAA	7	2	14
PAL MART	5180-00-00	1645	4	2	8
PERFECTION OIL	3173-00-00	1622	4	2	8
RED APPLE/ KWIK-FIL	565-00-00	1645	213	2	426
INDEPENDENTS	N/A	N/A	27	2	54
TOTALS			464		928
				~~(39 cases each style)~~	

62 Cases Each Style

945

~~938~~

(TRIPDORX.XLS)1/30/97

Source: https://www.industrydocuments.ucsf.edu/docs/fgyy0000

McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

Retail Distribution 4/21/97

McLANE

APRIL DORAL BOX 100 B1G1F INTRODUCTION: #700447

(DORAL LIGHT BOX 100 / DORAL FF BOX 100)

CHAIN NAME	CHAIN ID #	MANAGER	NO. OF STORES IN REGION #16XX	DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL #/ DISPLAYS
A-PLUS/ ATLANTIC/ A-MART/ SUNOCO	✓ 0362-XX-XX	??	76	2	152
COOKS CONVENIENT	✓ 1547-00-00	1645	8	2	16
CONVENIENCE EXPRESS	✓ 3280-00-00	1642	5	2	10
EXPRESS MARTS / PETRO	✓ 1879-XX-XX	1642	40	2	80
J MART	✓ 2803-00-00	1645	8	2	16
MOHAWK VALLEY	✓ 5405-00-00	1642	5	2	10
RED BARREL	✓ 1872-00-00	1642	23	2	46
SUGAR CREEK	✓ 1227-00-00	1645	93	2	186
SUNRISE FOOD	✓ 4200-00-00	1642	22	2	44
INDEPENDENTS	N/A	N/A	12	2	24
TOTALS			292		~~584~~

~~(3)~~ Cases Each Style)

55

(MCDORBOX.XLS)1/30/97

(McLANE NO LONGER SHIPS TO DL/ KY/ OH(*Exception: 8 OH/ C.FAIR STORES)/ MI/ MD

51845 5609

Source: https://www.industrydocuments.ucsf.edu/docs/fgyy0000